Salem Test Market Contacts - Rolling Report 1998

51851 5189

Week of	1997 Cum.	1/5	1/12	1/19	1/26	2/2	2/9	2/16	2/23	3/2	3/9	3/16	3/23	3/30		DTS CUM.
Total contacts logged (RJR)	759	41	29	12	22	18	23	27	37	27	27					1022
Total contacts logged (Bellomy)	1	0	0	1	0	2	0	1	3	0	3					11
Grand total contacts logged	**760**	**41**	**29**	**13**	**22**	**20**	**23**	**28**	**40**	**27**	**30**	**0**	**0**	**0**	**0**	**1033**
																0
New Callers	**442**	**25**	**17**	**7**	**14**	**10**	**7**	**14**	**22**	**17**	**2**					**577**
Previous Callers	**124**	**7**	**5**	**2**	**1**	**3**	**3**	**4**	**5**	**4**	**15**					**173**
Age group of consumers																
- Unknown	2	1	0	0	0	0	0	1	0	0	0					4
- 21 to 24	19	4	2	0	1	0	0	0	1	2	0					29
- 25 to 34	95	4	4	3	1	4	1	4	9	4	6					135
- 35 to 55	350	17	11	4	7	8	7	11	15	10	9					449
- 56 +	100	6	5	2	6	1	2	2	2	5	2					133
Salem Smoker	**485**	**18**	**17**	**5**	**9**	**9**	**7**	**13**	**14**	**10**	**14**					**581**
Non-Salem Smoker	**101**	**14**	**5**	**4**	**6**	**4**	**3**	**5**	**13**	**11**	**3**					**169**
Product - related																
Total Favorable	**270**	**20**	**10**	**7**	**7**	**7**	**6**	**12**	**16**	**16**	**11**	**0**	**0**		**0**	**382**
- Unknown	1	1	0	0	0	0	0	0	0	0	0					2
- 21 to 24	16	3	1	0	0	0	0	0	1	2	0					23
- 25 to 34	57	3	2	2	1	4	1	4	5	3	4					86
- 35 to 55	173	10	4	4	4	3	3	6	9	8	7					231
- 56 +	23	3	3	1	2	0	2	2	1	3	0					40
Total Unfavorable	**101**	**2**	**6**	**1**	**4**	**3**	**1**	**2**	**0**	**2**	**2**	**0**	**0**		**0**	**124**
- Unknown	2	0	0	0	0	0	0	0	0	0	0					2
- 21 to 24	1	0	1	0	1	0	0	0	0	0	0					3
- 25 to 34	10	0	2	1	0	0	0	0	0	0	1					14
- 35 to 55	65	0	2	0	1	2	1	2	0	1	1					75
- 56 +	23	2	1	0	2	1	0	0	0	1	0					30
Total	**369**	**22**	**16**	**8**	**11**	**10**	**7**	**14**	**16**	**18**	**13**	**0**	**0**	**0**	**0**	**504**
% of Total Favorable	**73%**	**91%**	**63%**	**88%**	**64%**	**70%**	**86%**	**86%**	**100%**	**89%**	**85%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**
% of Total Unfavorable	**27%**	**9%**	**38%**	**13%**	**36%**	**30%**	**14%**	**14%**	**0%**	**11%**	**15%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**
% of Total New Salem Contacts	**49%**	**54%**	**55%**	**62%**	**50%**	**50%**	**30%**	**50%**	**40%**	**67%**	**43%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**
Packaging - related																
Total Favorable	**29**	**0**	**0**	**0**	**0**	**1**	**0**	**0**	**1**	**0**	**0**	**0**	**0**	**0**	**0**	**31**
- Unknown	0	0	0	0	0	0	0	0	0	0	0					0
- 21 to 24	1	0	0	0	0	0	0	0	0	0	0					1

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Week of	1997 Cum.	1/5	1/12	1/19	1/26	2/2	2/9	2/16	2/23	3/2	3/9	3/16	3/23	3/30		DTS CUM.
- 25 to 34	7	0	0	0	0	0	0	0	1	0	0					8
- 35 to 55	18	0	0	0	0	1	0	0	0	0	0					19
- 56 +	3	0	0	0	0	0	0	0	0	0	0					3
Total Unfavorable	**27**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**1**	**1**	**0**	**0**	**0**	**0**	**29**
- Unknown	0	0	0	0	0	0	0	0	0	0	0					0
- 21 to 24	1	0	0	0	0	0	0	0	0	0	0					1
- 25 to 34	2	0	0	0	0	0	0	0	0	0	1					3
- 35 to 55	16	0	0	0	0	0	0	0	0	1	0					17
- 56 +	8	0	0	0	0	0	0	0	0	0	0					8
Total	**56**	**0**	**0**	**0**	**0**	**1**	**0**	**0**	**1**	**1**	**1**	**0**	**0**	**0**	**0**	**60**
% of Total Favorable	**52%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**100%**	**#DIV/0!**	**#DIV/0!**	**100%**	**0%**	**0%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**
% of Total Unfavorable	**48%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**0%**	**#DIV/0!**	**#DIV/0!**	**0%**	**100%**	**100%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**
% of Total New Salem Contacts	**7%**	**0%**	**0%**	**0%**	**0%**	**5%**	**0%**	**0%**	**3%**	**4%**	**3%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**
Total Product/Packaging - related																
Total Favorable	**299**	**20**	**10**	**7**	**7**	**8**	**6**	**12**	**17**	**16**	**11**	**0**	**0**	**0**	**0**	**413**
- Unknown	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	2
- 21 to 24	17	3	1	0	0	0	0	0	1	2	0	0	0	0	0	24
- 25 to 34	64	3	2	2	1	4	1	4	6	3	4	0	0	0	0	94
- 35 to 55	191	10	4	4	4	4	3	6	9	8	7	0	0	0	0	250
- 56 +	26	3	3	1	2	0	2	2	1	3	0	0	0	0	0	43
Total Unfavorable	**126**	**2**	**6**	**1**	**4**	**3**	**1**	**2**	**0**	**3**	**3**	**0**	**0**	**0**	**0**	**151**
- Unknown	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2
- 21 to 24	2	0	1	0	1	0	0	0	0	0	0	0	0	0	0	4
- 25 to 34	12	0	2	1	0	0	0	0	0	0	2	0	0	0	0	17
- 35 to 55	81	0	2	0	1	2	1	2	0	2	1	0	0	0	0	92
- 56 +	31	2	1	0	2	1	0	0	0	1	0	0	0	0	0	38
Total	**425**	**22**	**16**	**8**	**11**	**11**	**7**	**14**	**17**	**19**	**14**	**0**	**0**	**0**	**0**	**564**
% of Total Favorable	**70%**	**91%**	**63%**	**88%**	**64%**	**73%**	**86%**	**86%**	**100%**	**84%**	**79%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**
% of Total Unfavorable	**30%**	**9%**	**38%**	**13%**	**36%**	**27%**	**14%**	**14%**	**0%**	**16%**	**21%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**
% of Total New Salem Contacts	**56%**	**54%**	**55%**	**62%**	**50%**	**55%**	**30%**	**50%**	**43%**	**70%**	**47%**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**	**#DIV/0!**

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Week of	1997 Cum.	1/5	1/12	1/19	1/26	2/2	2/9	2/16	2/23	3/2	3/9	3/16	3/23	3/30		DTS CUM.
Advertising - related																
Total Favorable	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1
- Unknown	0	0	0	0	0	0	0	0	0	0	0					0
- 21 to 24	0	0	0	0	0	0	0	0	0	0	0					0
- 25 to 34	0	0	0	0	0	0	0	0	0	0	0					0
- 35 to 55	0	0	0	0	0	0	0	0	0	0	0					0
- 56 +	1	0	0	0	0	0	0	0	0	0	0					1
Total Unfavorable	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
- Unknown	0	0	0	0	0	0	0	0	0	0	0					0
- 21 to 24	0	0	0	0	0	0	0	0	0	0	0					0
- 25 to 34	0	0	0	0	0	0	0	0	0	0	0					0
- 35 to 55	0	0	0	0	0	0	0	0	0	0	0					0
- 56 +	0	0	0	0	0	0	0	0	0	0	0					0
Total	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1
% of Total Favorable	100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
% of Total Unfavorable	0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
% of Total New Salem Contacts	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
What issue are you calling about?																
- Advertising	2	0	1	0	0	0	0	0	0	0	0					3
- Packaging	78	0	0	0	1	1	0	0	1	1	1					83
- Product	461	29	21	9	14	12	10	17	22	20	14					629
- Can't find product/Availability	9	1	0	0	0	0	0	1	3	0	1					15
- Coupon/sample request	1	0	0	0	0	0	0	0	0	0	1					2
- Mail list request	3	0	0	0	0	0	0	0	0	0	0					3
- Mailing issues	0	0	0	0	0	0	0	0	0	0	0					0
- Next Promotion/Catalog Request	1	1	0	0	0	0	0	0	0	0	0					2
- Pricing	1	0	0	0	0	0	0	0	0	0	0					1
- Public Information (Sensitive)	0	0	0	0	0	0	0	0	0	0	0					0
- Retail Promotion Issue	0	0	0	0	0	0	0	0	0	0	0					0
- Valid proof/wraps question	3	0	0	0	0	0	0	0	1	0	0					4
- Retailer contact	3	0	0	0	0	0	0	0	0	0	0					3
- Other	4	0	0	0	0	0	0	0	0	0	0					4
- Product Flaw Complaint	27	1	1	0	4	1	3	3	5	2	2					49
- Quick Log Positive Comment	29	1	1	0	1	0	2	1	0	1	2					38
- Quick Log Negative Comment	22	0	0	0	1	0	2	1	1	1	1					29
- Quick Log - General Information	112	7	6	4	1	6	6	5	7	2	8					164
If Advertising:																
What do you like/dislike about it?																

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Week of	1997 Cum.	1/5	1/12	1/19	1/26	2/2	2/9	2/16	2/23	3/2	3/9	3/16	3/23	3/30		DTS CUM.
- Likes message/theme	1	0	0	0	0	0	0	0	0	0	0					1
- Billboard Advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Magazine Advertising	1	0	0	0	0	0	0	0	0	0	0					1
- Retail / In-store advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Direct mail advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Bus Sides / Taxi tips advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Builing / Painted walls advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Other advertising location	0	0	0	0	0	0	0	0	0	0	0					0
- Dislikes message/theme	0	0	0	0	0	0	0	0	0	0	0					0
- Billboard Advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Magazine Advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Retail / In-store advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Direct mail advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Bus Sides / Taxi tips advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Builing / Painted walls advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Other advertising location	0	0	0	0	0	0	0	0	0	0	0					0
- Other advertising issue	1	1	1	0	0	0	0	0	0	0	0					3
- Billboard Advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Magazine Advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Retail / In-store advertising	0	1	1	0	0	0	0	0	0	0	0					2
- Direct mail advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Bus Sides / Taxi tips advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Builing / Painted walls advertising	0	0	0	0	0	0	0	0	0	0	0					0
- Other advertising location	1	0	0	0	0	0	0	0	0	0	0					1
If Packaging:																
What do you like/dislike about it?																0
- Likes new cello wrap	0	0	0	0	0	0	0	0	0	0	0					0
- Dislikes new cello wrap	4	0	0	0	0	0	0	0	0	0	0					4
- Likes new design/Art/"S"/Ball	11	0	0	0	0	0	0	0	0	0	0					11
- Dislikes new design/Art/"S"/Ball	14	0	0	0	0	0	0	0	0	0	0					14
- Likes new slide box	18	0	0	0	0	1	0	0	1	0	0					20
- Dislikes new slide box	9	0	0	0	0	0	0	0	0	1	1					11
- "S" / Ball questions	0	0	0	0	0	0	0	0	0	0	0					0
- New Menthol Pack Card	3	0	0	0	0	0	0	0	0	0	0					3
- Questions about "old" pack on-sert	2	0	0	0	0	0	0	0	0	0	0					2
- Freshness issue	2	0	0	0	0	0	0	0	0	0	0					2
- Other packaging issue	15	0	0	0	1	0	0	0	0	0	0					16

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If Product:																
What do you like/dislike about it?																0
- Likes taste (franchise)	13	3	0	0	0	0	0	0	0	0	0					16
- Dislikes taste (franchise)	77	2	5	1	4	2	1	2	0	2	1					97
- Likes aroma	1	0	0	0	0	0	0	0	0	0	0					1
- Dislikes aroma	1	0	0	0	0	0	0	0	0	0	0					1
- Likes new blend (slide box/flip top box	9	0	0	1	2	1	0	1	0	1	0					15
- Dislikes new blend (slide box/flip top b	23	0	1	0	0	1	0	0	0	0	1					26
- Purchased wrong brand style	26	3	3	1	2	2	3	2	4	1	1					48
- Other Product Issue	21	3	0	0	0	0	0	1	0	0	0					25
- Natural Menthol Questions	13	1	0	0	0	0	0	0	2	0	0					16
- Blend change questions	24	0	2	0	1	0	0	0	0	1	0					28
- Green cigarette questions (in slide bo	247	17	10	6	5	6	6	11	16	15	11					350
- Tar/Nicotine questions	2	0	0	0	0	0	0	0	0	0	0					2
- Undecided Product Like/Dislike	4	0	0	0	0	0	0	0	0	0	0					4
If Availability:																
Why can't they find the New Salem?																
- Limited Distribution (Test market only	2	0	0	0	0	0	0	0	1	0	0					3
- Not yet in full distribution in test mark	2	1	0	0	0	0	0	0	0	0	0					3
- Retailer does not carry	3	0	0	0	0	0	0	0	1	0	1					5
- Other Availability issue	2	0	0	0	0	0	0	1	1	0	0					4
If Retail Pomotion Issue:																
What is the retail promotion issue?																
- Retailer selling complimentary cigarett	0	0	0	0	0	0	0	0	0	0	0					0
- Retailer removing coupons/sticker/tea	0	0	0	0	0	0	0	0	0	0	0					0
- Retailer not honoring coupons	0	0	0	0	0	0	0	0	0	0	0					0
- Promotions not offered for brand style	0	0	0	0	0	0	0	0	0	0	0					0
- Other retail promotion issue	0	0	0	0	0	0	0	0	0	0	0					0
If Mailing Issues:																
What is the mailing issue?																
- Damaged item	0	0	0	0	0	0	0	0	0	0	0					0
- Missing item/Received partial mailing	0	0	0	0	0	0	0	0	0	0	0					0
- Coupon expired when received	0	0	0	0	0	0	0	0	0	0	0					0
- Other mailing/non-receipt issue	0	0	0	0	0	0	0	0	0	0	0					0
If Pricing:																
What is the pricing issue?																
- Prices vary from store to store	1	0	0	0	0	0	0	0	0	0	0					1
- Prices too high due to taxes	0	0	0	0	0	0	0	0	0	0	0					0

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- Manufacturer prices too high	0	0	0	0	0	0	0	0	0	0	0					0
- Other pricing issue	0	0	0	0	0	0	0	0	0	0	0					0
If Public Information Issue:																
What type of PI issue is it?																
- Request for Ingredients	0	0	0	0	0	0	0	0	0	0	0					0
- Blend	0	0	0	0	0	0	0	0	0	0	0					0
- Natural Menthol	0	0	0	0	0	0	0	0	0	0	0					0
- Nicotine and Tar	0	0	0	0	0	0	0	0	0	0	0					0
- Pesticides	0	0	0	0	0	0	0	0	0	0	0					0
- Other	0	0	0	0	0	0	0	0	0	0	0					0
- Smoking Controversies	0	0	0	0	0	0	0	0	0	0	0					0
- Health Issues	0	0	0	0	0	0	0	0	0	0	0					0
- FDA Regulations	0	0	0	0	0	0	0	0	0	0	0					0
- Nicotine/Tar	0	0	0	0	0	0	0	0	0	0	0					0
- Other controversy	0	0	0	0	0	0	0	0	0	0	0					0
- Advertising Controversies	0	0	0	0	0	0	0	0	0	0	0					0
- Other PI Information Issue	0	0	0	0	0	0	0	0	0	0	0					0
If Product Flaw Complaint:																
What type of product flaw?																
- Taste/dry/stale	9	0	0	0	2	0	1	1	0	0	1					14
- Rod	7	0	0	0	1	1	1	2	3	1	0					16
- Filter	6	1	0	0	0	0	0	0	0	1	0					8
- Packaging	4	0	0	0	1	0	1	0	1	0	0					7
- Other	5	0	1	0	0	0	0	0	1	0	1					8
How did you hear about New Salem?																
- Ad/Media	5	0	0	0	0	0	0	0	0	0	0					5
- Bar	0	0	0	0	0	0	0	0	0	0	0					0
- Billboard	0	0	0	0	0	0	0	0	0	0	0					0
- Direct Mail	7	0	0	0	0	0	0	0	0	0	1					8
- Family/Friend	15	0	0	0	0	0	0	0	0	0	1					16
- Retail	527	31	21	8	14	13	10	17	27	20	13					701
- Event	1	0	1	0	0	0	0	0	0	0	0					2
- Other	11	1	0	1	1	0	0	1	0	1	2					18

Source: https://www.industrydocuments.ucsf.edu/docs/yfvy0000

New Salem Test Market Contacts by State 1997

51851 5195

WEEK OF	10/6 -	10/13 -	10/20 -	10/27 -	11/3 -	11/10 -	11/17 -	11/24 -	12/1-	12/8-	12/15-	12/22-	12/29-		Cum.
State															
Alaska	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Alabama	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Arkansas	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Arizona	0	0	0	0	0	0	0	0	0	0	0	0	0		0
California	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Colorado	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Connecticut	0	0	0	0	0	0	0	1	0	1	0	1	0		3
DC	0	0	0	0	0	0	0	1	0	0	0	0	0		1
Delaware	0	0	0	0	0	1	0	0	0	0	0	0	0		1
Florida	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Georgia	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Hawaii	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Iowa	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Idaho	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Illinois	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Indiana	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Kansas	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Kentucky	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Louisiana	0	0	0	0	0	0	0	0	0	0	0	0	1		1
Massachusetts	0	0	0	0	0	0	0	0	0	1	0	0	0		1
Maryland	0	0	0	0	0	0	1	0	0	0	0	0	0		1
Maine	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Michigan	0	1	0	0	0	0	0	0	0	0	0	0	0		1
Minnesota	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Missouri	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Mississippi	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Montana	0	0	0	0	0	0	0	0	0	0	0	0	0		0
North Carolina	0	0	0	0	0	0	0	0	0	1	0	0	0		1
North Dakota	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Nebraska	0	0	0	0	0	0	0	0	0	0	0	0	0		0
New Hampshire	0	0	0	0	0	0	0	0	0	0	0	0	0		0
New Jersey	1	1	2	1	2	1	0	1	0	4	1	3	0		17
New Mexico	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Nevada	0	0	0	0	0	0	0	0	0	0	0	0	0		0
New York	5	28	43	60	87	79	50	28	49	39	33	16	14		531
Ohio	0	1	0	0	1	0	0	0	0	0	0	0	0		2
Oklahoma	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Oregon	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Pennsylvania	0	0	0	0	0	0	1	1	1	0	0	0	0		3
Rhode Island	0	0	0	0	0	0	0	0	0	0	0	0	0		0
South Carolina	0	0	0	0	0	0	0	0	0	0	0	0	0		0
South Dakota	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Tennessee	0	0	1	0	0	0	0	0	0	0	0	0	0		1
Texas	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Utah	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Virginia	0	0	0	1	0	0	0	0	0	0	1	0	0		2
Vermont	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Washington	0	0	0	0	0	0	0	0	0	0	0	0	0		0
Wisconsin	0	0	0	0	0	0	0	0	0	0	0	0	0		0
West Virginia	0	0	0	0	0	0	0	0	1	0	0	0	0		1
Wyoming	0	0	0	0	0	0	0	0	0	0	0	0	0		0
TOTAL	6	31	46	62	90	81	52	32	51	46	35	20	15	0	567

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